

DOCKET NO. 12-0095

ICC STAFF EX. 2.0

REBUTTAL TESTIMONY

OF

DR. QIN LIU

STAFF EX. 2.07 (RESPONSE TO STAFF DR-1.11 & ATTACHMENT)

Q LINK WIRELESS LLC'S RESPONSES TO
STAFF DATA REQUESTS 1.01 – 1.36
Docket No. 12-0095
Date: March 13, 2013

1.11 Please provide the following information regarding the Company:

- A. Please identify each of Q Link's affiliates, including but not limited to Q Link's parent company.

Response: Quadrant Holdings Group LLC

- B. Please identify all officers of the Company and provide a copy of the officers' resumes.

Response: The following are officers of the Company. Resumes/ bios are attached as Attachment 3.

Issa Asad – CEO

Paul Turner – Vice President

Mariane Fahmy – COO

Ron Rechtman – CTO

Raimundo Lopez-Lima Levi – Treasurer

Andrew Lermsider – Marketing/Sales Manager

- C. Please provide an organization chart depicting all divisions of the Company and the functions performed by each division.

Response: Please see Attachment 4.

- D. Please provide total number of employees nationwide the Company employs as of the date for the provision of wireless service.

Response: Q LINK currently has 40 employees.

- E. Please provide the total number of employees in Illinois the Company employs as of the date for the provision of wireless service in Illinois.

Response: Q LINK does not currently have employees in Illinois.

Person(s) Responsible:

**Issa Asad
CEO of Q LINK WIRELESS LLC
(954) 482-4255**

Issa Asad is the President & CEO or Managing Member of Various Companies (Quadrant Holdings Group LLC, Q Link Wireless, NCOM Networks, RTN Networks, Reliable Telecard), these are some of the nation's premier telecommunications providers in the United States today, representing VoIP, wireless and prepaid service providers, manufacturers and suppliers in the new world of Internet-based and wireless communications and entertainment.

A respected Telecom veteran with more than 15 years' experience in telecommunications, Mr. Asad joined the Telecommunications industry in 1996 and has led the organization's growth into the top telecommunications providers in the nation. Intelecard News magazine has profiled Mr. Asad as a telecommunications executive with "real vision." The Prepaid Press newspaper has featured Mr. Asad as a "Telecom Mover of the Month" and labeled him as a "playmaker" - one of the "top telecommunications executives" in United States. He has been recognized by Who's Who in Telecom.

Prior to establishing his footprint in the Prepaid Telecommunications industry, Mr. Asad served as President & CEO of the South Florida Grocers Network.

Companies and their owners who endure in the prepaid industry are worthy of recognition because they are rare. As CEO and owner of Reliable Telecard and I-Prepay Inc, Issa Asad began in retail as an owner, operator and developer of convenience stores and gas stations in New York and Florida.

Considered a pioneer, he was the first station owner to implement fast food into service offerings, beginning with Fine Foods. Asad also led the grocers industry to incorporate ATMs, convenience stores and Check Cashing stores into grocery's and stations.

In 1996, he realized the potential of phone cards to the immigrant market and began offering phone cards from his stores. By the late 90s, prepaid wireless was emerging and, with his retail background, Asad knew the long-term play was electronic delivery. In the spring of 2000, he teamed with Reliable Telecard and I-Prepay Inc and developed a real-time PIN delivery system for the electronic delivery of prepaid products.

There he led a broad market restructuring that resulted in record sales and revenues, increased stature for the industry, and significant telecom marketing victories.

E-mail: issa@qlinkwireless.com

499 East Sheridan St Suite 301
Dania FL 33004

SENIOR EXECUTIVE SUMMARY

Entrepreneur and senior sales executive with 15 year accomplished track known throughout the prepaid and telecom industry for delivering and sustaining revenue and profit gains within highly competitive domestic and international prepaid products, including domestic and international prepaid telephone and wireless calling cards and national distribution channels markets. By age 30, had pioneered what is now a multi-hundred million dollar a year Prepaid industry. Practical experience in and solid understanding of a diverse range of business management applications, including market analysis, sales and marketing, team-building and quality assurance. Demonstrated ability to select, train and retain self-motivated customer-oriented employees. Exceptional problem-solving skills, keen client needs assessment aptitude, high-caliber presentation, negotiation and closing skills.

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|-------------------------------------|-------------------------------------|
| ◦ Strategic & Tactical Planning | ◦ Business Expansion & Startups |
| ◦ Mergers & Acquisition | ◦ Staff Management & Development |
| ◦ Strategic Partnerships & Alliance | ◦ Sales Presentations / Closing |
| ◦ Broker / Vendor Relations | ◦ Account Development / Acquisition |
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PROFESSIONAL EXPERIENCE

QUADRANT HOLDINGS GROUP LLC – DANIA FL

Managing Member, January 2011 – present

Quadrant Holdings is a holding company that serves as the Managing Member entity of Q LINK WIRELESS LLC.

Q LINK WIRELESS LLC – DANIA, FL

Co-Founder, January 2011 – present

Q LINK WIRELESS LLC provides a government assisted wireless service. Q LINK offers a discount benefit to low income families and individuals via wireless services in place of older technologies like landline phone service.

- Develop and evolve the sales model including strategy, process, partnerships, organization, and execution to deliver financial and market share goals
- Design, architect and implement an optimized sales model that enables the company to achieve sustained profitable growth
- Recruit, train and manage results-orientated staff of professional managers to oversee sales and marketing efforts

IPREPAY, INC. – MIAMI, FL

VP of Sales & Co-Founder, January 2000 – 2008

Provides wholesale long distance, prepaid point of sale services including; prepaid wireless, prepaid calling cards, bill pay, FTD flowers and an array of stored value products and services to carriers and end-users. Its point-of-sale technology and services are a sensible alternative to paying the increasingly recurrent infrastructure expenses necessary in the world of exponentially-improving telecom networks. The company now serves as a one-stop-shop for all prepaid products.

- Develop and evolve the sales model including strategy, process, partnerships, organization, and execution to deliver financial and market share goals
- Design, architect and implement an optimized sales model that enables the company to achieve sustained profitable growth
- Recruit, train and manage results-orientated staff of professional managers to oversee sales and marketing efforts
- Increased 2004 gross revenues from \$__M to 2005 run-rate of \$75M.

X CHANGE COMMUNICATIONS – MIAMI, FL

Staff Ex. 2.07

Strategic Business Partner, 2000 – 2008

This company is a powerhouse, with over 150 employees in a 40,000 square foot office campus in Miami, Florida. X Change has the capacity to handle 8 billion calling minutes per month through a system that is beyond state of the art. Even more amazing, that system was completely designed and developed by strategic partners and own in-house software engineers.

- Facilitated partnership with top carriers
- 1st year partnership Revenues exceeded \$85M

RELIABLE TELECARD – MIAMI, FL**CEO, President and Founder, 2000 - Present**

A leading provider of wholesale and retail telecommunications services. Reliable Telecard uses its own network infrastructure to route calls worldwide. The company's prepaid retail cards (currently topping 100 brands) are available at over 250,000 points of sale nationwide.

- Grew and maintain client base of 9,000 agents and 300 worldwide outlets
- Manage a staff of 150 employees
- Gross annual profits exceeding \$50 M

PREPAID TECHNOLOGIES – MIAMI, FL**CEO, President and Founder, 1996-2001**

Prepaid Technologies is aligned with qualified national processors and has issued cards through a variety of national banks. Prepaid Technologies provides host-based stored value cards that are packaged and marketed as many diverse products such as a gift card, travel card, payroll card, incentive reward card, student card, e-card, vendor payment card and expense card.

- Responsible for securing national prepaid distribution channels
- 1st year profits exceeding \$600K

WORLDCOM – MIAMI, FL**Director of Sales 1995 -1996**

Facilities-based network operator managing one of the world's largest communications network systems. One of the largest carriers of international voice traffic operating a leading Internet protocol backbone system.

- Secured exclusive prepaid phone card deal with Michael Jordon generating over \$1B in gross revenues with over \$350 Million in profits during the 1st year

FINE FOODS SUPERMARKETS – MIAMI, FL**CEO, President and Founder, 1991-1999**

- Designed, developed, opened and maintain 12 retail chain grocery stores

INDUSTRY PUBLICATIONS AND ACKNOWLEDGEMENTS

Intele-Card News Magazine:	Acknowledged and interviewed in 48 issues since 2000.
Phone Plus:	Acknowledged and interviewed in 10 issues since 2002.
Convenience Store Decisions:	Acknowledged and interviewed in both 1997 and 1998.
Convenience Store News:	Acknowledged and interviewed in both 1997 and 1998.
Vending Times:	Acknowledged and interviewed in 1995.

EDUCATION

FLORIDA INTERNATIONAL UNIVERSITY – MIAMI, FL

B.A., Business, May 1995

A.A., Science, May 1995

Ron Rechtman

CTO

Ron Rechtman (B.S. Computer Engineering) is CTO of Q Link Wireless. He has been involved in professional software development since 2000 but has worked with programming languages since he could read & write. He has been acting as a technical team leader of software developers since 2002. Since 2005 he has been consulting usually directly to the director or CTO of various companies. Since 2008 he has been directing IT departments as Director or CTO usually multiple companies at the same time.

Ron has implemented solutions for different system requirements like wireless solutions, VoIP and Long Distance, database design and optimization, pocket pc applications and smart client applications, and various websites both Internet & intranet. He has knowledge in programming languages such as Visual C/C++, ASP/ASP.NET, C#, VB.NET, SQL, and others not as widely used. He has database design experience using database systems like Microsoft SQL Server, Pervasive, Oracle Mobile, MySQL and FoxPro . He has designed and implemented enterprise solutions for high transactional systems using technologies like COM/COM+, SOAP/Web Services, ATL/WTL/WCF, MS SQL/Microsoft Reporting Services depending on the technologies available at the time. He has worked and multiple secured web application solutions using technologies like XML/XSLT, CSS, DHTML, SSL, AJAX and jQuery.

Telecom Industry is nothing new he has worked over 4 years in the telecom industry at different times. First being at one of the leading domestic long distance providers and calling card platforms in the US; now with Q Link Wireless one of the fastest growing discount wireless providers.

Government Programs are also an area he has worked with many different programs. These projects were with Homeland Security, Medicare & Medicaid and now Lifeline; all totaling more than 2 years.

RON RECHTMAN**Personal Summary**

- Over 4 years in Director or higher Level.
- Over 10 years experience in Software Development Life Cycle.
- Over 9 years experience in Software Architecture & Design.
- Over 9 years experience in .Net Framework.
- Over 9 years experience in C#.
- Over 9 years experience with wireless communications with various devices.
- Over 8 years experience in SQL (including compact).
- Over 7 years experience managing & designing projects & working with executive management.
- Over 5 years experience in XML/XSL
- Over 5 years experience with SEO & Lead Generation
- Over 4 years experience in various C/C++ environments.
- Valuable Team member with interpersonal skills.

Skills

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| <ul style="list-style-type: none"> • Platforms <ul style="list-style-type: none"> ○ PC ○ Tablet ○ Phone • Operating Systems <ul style="list-style-type: none"> ○ Windows (7/Vista/XP/20xx), WinCE ○ Palm OS ○ UNIX ○ Linux • Applications <ul style="list-style-type: none"> ○ Visual Studio (6->Present) ○ SQL Management Studio ○ eMbedded Visual Studio ○ Kofax ○ MS Office ○ Code Warrior 6 & 7 ○ NUnit ○ SourceSafe ○ TFS ○ CVS ○ SVN • Specialties <ul style="list-style-type: none"> ○ Intercommunication with Business ○ High Volume Design ○ Performance Analysis ○ Internet Integration ○ Automation ○ Globalization / Localization ○ Keeping things simple | <ul style="list-style-type: none"> • Management <ul style="list-style-type: none"> ○ CTO ○ Director ○ Team Lead • Industries <ul style="list-style-type: none"> ○ Internet Marketing ○ Healthcare ○ Telecommunications ○ Government • Languages / Technologies <ul style="list-style-type: none"> ○ C# ○ SQL <ul style="list-style-type: none"> ▪ SSRS ▪ SSIS ▪ SSAS ○ .NET 2.0 – 4.0 ○ ASP.NET ○ VB.NET ○ JavaScript ○ C / C++ ○ ADA ○ Web Services ○ AJAX / Web 2.0 ○ Generics ○ LINQ ○ MVC ○ Silverlight ○ jQuery ○ COM/COM+/DCOM |
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Professional Experience

January 2011 to Present

Q LINK WIRELESS LLC

Dania, Florida

Provides government assisted phone service via wireless service instead of legacy land lines.

- CTO
- Management of Developers
- Management of Web/Graphic Designers
- Management of Infrastructure
- Design Technical specifications of projects

March 2011 to Present

Quadrant Holdings

Dania Beach, Florida

Domestic call center, providing customers with an alternative to outsourcing calls and still providing low cost. Online Marketing of products and sales

- CTO
- Implementation of PBX
- Management of Call Center topology
- Management of Infrastructure
- Management of Developers
- Management of Web/Graphic Designers
- Management of Infrastructure
- Design Technical specifications of projects
- Director of IT
- As needed ad-hoc queries
- Feature Additions/Changes to current application
- Credit Card Processing Integration

November 2009 to January 2010

[Kaplan](#)

Ft Lauderdale, Florida

Online University.

- Sr. Software Engineer
- Updated business rules for financial aid.

April 2008 to November 2009

[Money4Gold](#)

Boca Raton, Florida

International company for precious metal recycling. Customer base is generated through various online marketing in association with LeadCreations.com LLC & TV.

- CTO
- Gather business requirements and apply them to technical designs.

- Architect, Implement, & Management of databases and websites (not including graphic design) and management tools.
- Globalization and Localization applied to European sites & Administration sites.
- Lead Tracking process
- Sites
 - www.money4gold.com
 - www.dollars4gold.com (shut down)
 - www.dollars4gold.ca (en.dollars4gold.ca, fr.dollars4gold.ca)
 - www.money4golduk.com
 - www.money4golduk.mobi
 - www.mygoldenvelope.com
 - www.sobredeoro.com
 - www.eurofuergold.de
 - www.eurofuergold.at
- Lead Validation Processing (USPS, DOTS/Service Objects, QAS).
- Database management and Data Warehousing

February 2008 to June 2008

[Bureau Veritas](#)

Fort Lauderdale, Florida

International company, this division is mostly for civil engineering related products. Worked on two projects that were similar in nature but design was completely different.

- Sr. Software Engineer
- Developed Reports and Access to the reports based off requirement documents for both projects
- Bug fixing the user interface and report data.
- Conversion from .net 1.1 VS2003 to .net 2.0 VS2005.

October 2007 to January 2008

[JMSolutions](#)

Deerfield Beach, Florida

Software branch of JM Family, one of the largest auto dealerships in the USA

- Sr. Software Engineer
- Helped Develop Tools (team of 2) to integrate with DMS [Dealer Management Systems] to pull and update data on proprietary dealership databases. Multi-tiered application with Agent applications at the dealership's computers that self/auto update. Would pull data in real time or nightly batch depending on the settings/requests by the users from the front end application. Front end also had configuration settings management to "auto" deploy and configure the Agents
- Project was canceled but it was deployed and used by many dealerships.

October 2007 to Present

[CorlukaLink](#)

Weston, Florida

Convention/Corporate meetings reservation corporation.

- Sr. Software Engineer/Consultant
- This was a new website to automate business flow for Corluka & Associates in the RFP process for clients to select hotels and meeting space for their venues.
- Completely Developed & Maintained the business requirements from the CEO.

June 2007 to August 2007

Oxonia Insurance

Sunrise, Florida

Online health insurance comparison & sign-up company. Similar to ehealthinsurance.com

- Sr. Software Engineer/Consultant
- Affiliate website development.
- Integration with Google Analytics, Divinity Star, DirectTrack.
- Created & implemented a framework to use for different affiliate sites instead of the current ASP which was custom for each site.
- Architected and lead a team of report writers to utilize SSRS as the business required.

November 2006 to February 2007

[gMed](#)

Weston, Florida

Health Record System

- Consultant
- R&D for rewrite of their application.
- Worked with LeadTools API with document processing and scanning for the medical industry.

July 2006 to June 2007

[Veretech / Intelliprice](#)

Boca Raton, Florida

Automotive Lead Generation

- Sr. Software Engineer
- Meeting with business to design technical requirements.
- Developing & Troubleshooting & Architecting & Automating all aspects of the business.
- Solved problems with SQL Performance.
- Architected and implemented a system to automate data updates/imports from outside sources, mostly automobile manufactures.
- Architected a redesigned for the redirection used when a user hits the core application for failover & load balancing.
- Email Tracking
- Reporting Services 2005 integration with MapPoint for customer reports.
- Prototype demos developed for potential clients such as AOL, eBay, etc...

February 2006 to June 2006

[Citrix](#)

Oakland Park, Florida

- Sr. Software Engineer
- Automation of Testing for core Citrix application Suite.
- Design & code automation test modules written in C#
- Find and submit bugs and code change suggestions for Citrix Presentation Server C++ (32 & 64 bit).

January 2005 to September 2005

The Eagle Force Associates (company sold)

Weston, Florida

"Providing government and commercial clients with integrated enterprise knowledge discovery solutions and commercialization services for cutting edge technologies."

- Sr. Software Engineer
- Financial Trading Application
 - Architected
 - Team lead
 - Used Reuters data and performed XML/XSL Transformations
 - Amateur platform was in C# & ASP.NET.
 - Professional platform in C# Windows Forms.
 - C# Web Services were designed for both types of applications to interface the data the same way
 - Integrated with NASDAQ data feed.
- Travel Security Administration (TSA)
 - Analyzing false positives & negatives during security screenings at national ports
 - Objective is to analyze data to see if it would help lower the false occurrence of screening alerts.
 - Utilizing SQL & DTS packages.
- Analyzing debts to predict who is more likely to pay.
- SQL & DTS packages.
- Support for server side programming & having applications to support the front end running.
- Configured a Firebox between Virginia & Weston office to VPN. And other firewall related issues.
- Microsoft SharePoint Integration.
- Network Administration for Weston Office.

November 2003 to January 2005

[USPGI / NHRX / Nations Health](#)

Sunrise, Florida

Sr. Software Engineer

Mail Order Pharmaceutical company working with the government to pay patient's expenses (Medicare)

- Sr. Software Engineer
- Created a solution to support new business and that will be able to handle the old business more efficiently. The current system was not designed with any forward looking objective, any changes did require a lot of code change. Created with C#, ASP.NET, SQL.
- Architected and implemented a reorder system that was being done by paper before, increased productivity by more than 100%. This was done in C#, ASP.NET & MS SQL, Pervasive.
- Developed software to support a new Medicare bill for a prescription discount drug card as part of a team. The solution for this was done using C#, ASP.NET & MS SQL.
- Address Validation with MapPoint Web Service.
- Worked with document processing 3rd party suite (VIP [OpenText] /Accent Capture [Kofax]) for API integration of scanned documents with the user application. This was to allow for the call center to be able to view the scanned images (indexed by a barcode) related to a patient/customer to know if all the documents are in order for the reorder process.
- eMail Processing Using Microsoft Outlook & MAPI.
- Wrote Design Documentation, and Test Plans for most of the projects. Most projects as a lead role, working with the appropriate co-workers to get a project completed.
- Managed projects & team lead, depending on the project. Projects lasting 3+ months. Teams from sizes of 2-4.
- Composed status reports of projects for weekly meetings.

April 2001 to November 2003

NuMind, INC

No. Miami Beach, Florida

Sr. Software Engineer

A software development sub-company of NTERA Holdings, a telecom company. Also supporting other software projects outside the telecom arena.

- Sr. Software Engineer
- Architected and implemented a rewrite of the POS transaction server for purchases & recharges of pre-paid product for more stability and statistical information, using analog lines & serial connections as well as T1 lines and IP connections to the host. Using multithreaded C#, Web Services & SQL. Reporting tools in ASP.NET & C#.
- Researched integrating Radiant POS transactions through the DEBIT network but the API could not fulfill all requirements and the cost was inhibitive.

- Architected and implemented a system to integrate Catalina Marketing's POS solution to sell Radiant's POS products. Utilizing C# & SQL.
- Architected and implemented a framework for TCP/IP & Web Service interfaces for B2B projects in C# & Web Service. Reporting tools in ASP.NET, C#, SQL.
- Developed a H.323 VXML IVR.
- Developed on modifying an open source H.323 implementation to allow for custom routing algorithms based on source & destination company not only by phone numbers.
- Architected & Developed PetMed's backend redesign of the dataflow of e-mail addresses. Programmed all back end support such as data access inside of COM+. ATL Services to deal with data synchronization. This consisted of 6 people in the 2 companies. Using C++ & SQL.
- Architected and implemented a system to take Meridian/Nortel PBX Data output and redirected part through an actively updating web page. Imported the rest to a SQL database using a C# windows service and created a C#, ASP.NET website for managers to be able to get their reports quickly.
- Architected & Developed a Palm OS POS device with wireless connectivity. Created a generic application on the Palm that could read pseudo-XML code to generate UI for each application desired on the device. The Palm would connect through the web connecting to an ISAPI application to complete transactions. If an update to the program, which would only be the pseudo-XML, would be needed then it would be pushed down with a transaction. This project consisted of 3 people.
- Architected & Developed a message routing application. A telephone switch posted alarms that were entered into a table. These alarms would then be routed to the proper person that should be notified. This included the schema and the distributed objects running the code. Also architected a C# & ASP.NET web application to select how to route the messages. I designed and wrote all the code from the database level to the front-end, this does not include the program that was the go-between the switch and inserting data into the database. This consisted of 2 people.
- Architected & Developed a framework integration with Authorize.NET API and other payment gateways for multiple websites and web services throughout the organization.
- Integration of QuickBooks with MS SQL for Invoice processing and reconciliations. Keeping QuickBook's limitations in mind of records and accounts multiple instances were used, to name a few. Architected the framework and was Team Lead using C# Windows Services and a 3rd party COM object that interfaced directly to the QuickBook data files.
- CoArchitect for a WinCE wireless sales force application written in C# WinForms with the .NET Compact Framework. Including the use of MS SQL replication/publication between the devices. This consisted of 3 people.
- Wrote Design Documentation, and Test Plans for most of the projects. Most projects as a lead and architect role, working with the appropriate co-workers to get a project completed.
- Managed projects & people. Projects lasting 2-3 months. Teams from sizes of 2-4.
- Gathered information to develop the correct product for the customer.
- Composed status reports of projects for weekly meetings.
- Design & Create software solutions for issues that arise.
- Manage and Code Review a group of 4 developers for 1 year.

Education

May 2000 University of South Florida www.usf.edu B.S. Computer Engineering Major

